

Message Text

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FM AMCONSUL CASABLANCA

TO SECSTATE WASHDC PRIORITY 2991

INFO AMEMBASSY RABAT

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E.O. 11652: N/A

TAGS: BEXP, MO

SUBJ: GOM REFINERY EXPANSION

REF: (A) STATE 186736; (B) CASABLANCA 721; (C) CASABLANCA A-35,
AUGUST 8, 1974

1. ABDERRAFIH MENJOUR, DIRECTOR GENERAL OF SAMIR, INFORMED COMMOFF IN MEETING ON AUGUST 27 THAT IN LIEU OF US FIRMS SUBMITTING PRE-SELECTION QUESTIONNAIRE, HE WILL ACCEPT A) LETTER ATTESTING TO TYPES, CAPACITIES, LOCATIONS AND CONSTRUCTION COSTS OF REFINERIES PARTICULAR FIRM HAS ERECTED IN THE PAST, AND ANY ADDITIONAL INFORMATION REGARDING FIRM'S TECHNICAL EXPERTISE; B) ANNUAL REPORTS, BANK REFERENCES AND/OR OTHER DATA WHICH REFLECTS FINANCIAL POSITION OF COMPANY. MENJOUR AGREED TO EXTEND SUBMISSION OF PRE-SELECTION INFORMATION UNTIL SEPTEMBER 15. HOWEVER, WE RECOMMEND THAT INTERESTED FIRMS SEND TELEX (21,882) OR TELEGRAM TO MENJOUR ADVISING THAT THEY ARE SUBMITTING SUCH INFORMATION.

2. AS PER REF C, PARA 1, WE REPORTED THAT THE GOM RECENTLY PURCHASED ENI'S 50 PERCENT-OWNERSHIP IN SAMIR. LAST EXPANSION OF REFINERY WAS ACCOMPLISHED BY HYDROCARBON AND GEXA, A FRENCH CONSORTIUM. SAMIR RECEIVED A SHORT-TERM LOAN ARRANGED BY CONSORTIUM FROM FRENCH

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EQUIVALENT OF EX-IM BANK, AND A BANQUE NATIONALE POUR LE

DEVELOPPEMENT ECONOMIQUE GRANTED A LONG-TERM LOAN TO COVER MAJOR PORTION OF EXPANSION COST. MENJOUR ADVISED THAT IT WOULD BE TO THE ADVANTAGE OF US FIRMS TO INDICATE AVAILABILITY OF LOANS AND/OR CREDIT TERMS TO FINANCE EQUIPMENT UPON SUBMITTING BIDS AGAINST TENDER. IF ALL, REPEAT ALL, RESPONDENTS TO TENDER DO NOT OFFER LOAN/CREDIT FACILITIES, GOM (I.E., SAMIR AND BNDE) WILL FINANCE TOTAL COST OF PROPOSED EXPANSION.

3. IN ADDITION TO EXPECTED BIDS FROM US FIRMS, MENJOUR ANTICIPATES THAT FIRMS IN FRANCE, WEST GERMANY, ITALY, UK, USSR AND JAPAN WILL SUBMIT BIDS. IT IS DIFFICULT TO ASSESS DEFINITELY THE CHANCES OF US FIRMS RECEIVING AWARD. WE DO KNOW THAT A) THE ITALIAN FIRM, ENI, IS NO LONGER CO-OWNER OF SAMIR, B) EX-IM OUGHT BE ABLE TO FINANCE EQUIPMENT, AND C) GIVEN PRESENT US/MOROCCAN RELATIONS, A US FIRM SHOULD RECEIVE EQUAL, IF NOT MORE, CONSIDERATION THAN FIRMS FROM OTHER COMPETING COUNTRIES. WE SURMISE: A) THERE WOULD BE NO INCOMPATIBILITY BETWEEN FRENCH EQUIPMENT PRESENTLY INSTALLED AT SAMIR AND THAT PROVIDED BY US FIRMS, AND B) MENJOUR, ACCORDING TO HIS STATEMENT, WILL EVALUATE BIDS ON BASIS OF COST VERSUS PRODUCTIVE AND TECHNICAL PERFORMANCE. TO ENABLE US ASSIST EFFECTIVELY INTERESTED US FIRMS, PLEASE URGE SUCH FIRMS SEND COPY OF PRE-SELECTION INFORMATION AND BIDS TO CONGEN.
BRUBECK

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